NEW-CAR STOCK

New-car days-supply figures, U.S. makes:

	Sept. 1, 1980	Aug. 1, 1980	Sept. 1, 1979
Spirit	91	95	77
Concord	85	81	66
Eagle	106	98	—
Pacer	13	21	113
AMERICAN MTRS.	91	87	81
Horizon	72	94½	67
Volare	87	113½	53
Gran Fury	33	32½	—
Plymouth	76	94	59
LeBaron	112	136½	62
Cordoba	142	144	104
Chrysler	93	107	81
Chrysler	119	132	75½
Omni	72	92	59
Aspen	96	111	58
Diplomat	145	143½	87
Mirada	154	141½	91
St. Regis	50	67	84
Dodge	92	106	69
CHRYSLER CORP.	91	106	68
Pinto	85	127	68
Mustang	74	70	72
Fairmont	94	78	83
Granada	70	84	107
Thunderbird	81	88	90
Ford	52	50	101
Ford	81	84	86
Bobcat	91	126	67
Capri	93	72	64
Zephyr	109	92	110
Monarch	85	69	121
Cougar XR-7	77	86	96
Mercury	58	52	85
Mercury	83	79	89
Versailles	76	49	61
Lincoln	51	40	84
Mark VI	60	48	95
Lincoln	56	47	85
FORD MOTOR CO.	81	81	87
Skyhawk	91	64	50
Skylark	44	55	9
Century	60	64	78
Regal	57	79	40
LeSabre	62½	76	49
Electra	62	79	70
Riviera	47	66	41
Buick	55	69	42
Seville	88	94	72
Cadillac	46	56	53
Eldorado	46	64	48
Cadillac	52	63	55
Chevette	74	71	29
Monza	50	58	36
Citation	47	47	21
Camaro	61½	76½	60
Malibu	77	85	68
Monte Carlo	68	83	53
Chevrolet	84	86½	83
Corvette	61	55	49
Chevrolet	66	70	53
Starfire	47	51	32
Omega	42	46	15
Cutlass	61	70½	62
Supreme	47	60½	32
Olds 88	43	45	35
Olds 98	54	39	51
Toronado	48	62	40
Oldsmobile	50	57	36
Sunbird	49½	55	32
Phoenix	52	53	18
Firebird	69	81	72
LeMans	96½	89	73
Grand Prix	80	88	43
Pontiac	61½	72	60
Pontiac	64½	71	51
GENERAL MOTORS	60	67	48
VOLKSWAGEN	45	34½	31
TOTAL CARS, U.S.	69	72	60

New-car inventory sliced to 69 days, 1.3 million units

Continued from Page 1

which actually increased slightly.

The industry had a 66-day supply of subcompacts, off from 73 days a month earlier, and a 70-day supply of compacts, up slightly from 69 days. The 7½-day supply of intermediates was down from 81 days and the 58-day supply of luxury units was down from 59½ days. Standards were unchanged at 65 days.

The Sept. 1 inventory was divided this way among the size classes: Subcompacts, 23.01 percent; compact, 27.83 percent; intermediate, 30.79 percent; standard, 13.60 percent, and luxury, 4.77 percent.

A month earlier, the inventory was divided this way by size class: Subcompact, 20.66 percent; compact, 26.35 percent; intermediate, 33.30 percent; standard, 14.52 percent, and luxury, 5.17 percent.

• The Sept. 1 days-supply figures by market class were:

Subcompact — Rabbit, 45; Starfire, 47; Sunbird, 49½; Monza, 50; Horizon, 72; Omni, 72; Chevette, 74; Pinto, 85; Spirit, 91; Bobcat, 91, and Skyhawk, 91.

Compact — Pacer, 13; Omega, 42; Skylark, 44; Citation, 47; Phoenix, 52; Camaro, 61½; Firebird, 69; Mustang, 74; Concord, 85; Volare, 87; Capri, 93; Fairmont, 94; Aspen, 96; Eagle, 106, and Zephyr, 109.

Intermediate — Supreme, 47; Regal, 57; Century, 60; Cutlass, 61; Monte Carlo, 68; Granada, 70; Cougar XR-7, 77; Malibu, 77; Grand Prix, 80; Thunderbird, 81; Monarch, 85; LeMans, 96½; LeBaron, 112; Cordoba, 142; Diplomat, 145, and Mirada, 154.

Standard — Gran Fury, 33; Olds 88, 43; St. Regis, 50; Ford, 52; Olds 98, 54; Mercury, 58; Pontiac, 61½; Electra, 62; LeSabre, 62½; Chevrolet, 84, and Chrysler, 93.

Luxury — Cadillac, 46; Eldorado, 46; Riviera, 47; Toronado, 48; Lincoln, 51; Mark VI, 60; Corvette, 61; Versailles, 76, and Seville, 88.

truck industry news

They're only gainers over '79

Group 7, imports soften registration setbacks

Registrations of new Group 7 heavy trucks and the non-captive imports — mainly compact Group 1 pickups — continue to increase in the U. S. and their tallies were the only bright spots in the industry total for the first seven months of 1980.

Through July, according to R. L. Polk & Co., industry registrations were down 26.2 percent from last year, from 2,064,779 units to 1,524,391. The count was down substantially in two of the three market segments.

July's 222,249 tallies declined 23.4 percent below the 290,070 units registered in the same month in 1979, and again there were losses in all three market categories.

Group 7 was the only one of the eight to post a gain over the year-ago totals, and its impressive gains continue to come at the expense of Group 6.

Through July, the Group 7 count was 47,160 units, an increase of 72.1 percent over last year's 27,402. These vehicles ac-

Table on Page 49

counted for 40.8 percent of the seven-month heavy-truck tallies this year, compared with only 21.8 percent in 1979.

The sharp growth in the switch from gasoline engines to heavier mid-range diesels in trucks which traditionally fell into the Group 6 weight classification is mainly responsible for the Group 7 advances.

Another reason for the growth in Group 7 registrations is that these vehicles are used largely in what are considered recession-proof applications — short-haul pickup and delivery, beverage and food distribution and refuse collection, to name a few.

Sales of trucks in these applications have not been hit as hard this year as the Group 8

Continued on Page 49, Col. 1

Runnerup spot in HD tallies regained by IH

International is back in second place in registrations of new heavy trucks in the U. S., with a July surge which dropped GMC into the No. 3 slot after a three-month hold on the runnerup spot to Ford.

In July, 3,576 Groups 7 and 8 International trucks were registered, according to R. L. Polk & Co., compared with 2,289 GMC vehicles. Ford, with 3,912 tallies during the month, was the only truck maker to exceed the International total.

Total industry registrations of heavies for the first seven months of 1980 were down only 7.8 percent from a year ago, 115,668 versus the record 125,502 in 1979. The July count,

Continued on Page 49, Col. 1

U. S. TRUCK REGISTRATIONS

SEVEN MONTHS, 1980 VS. 1979★

Based on R. L. Polk & Co. statistical report

	7 mos., 1980	Percent Share of '80 market	7 mos., 1979	Percent Share of '79 Market	Pct. pt. Change, '80-'79
Ford	486,084	31.89	663,554	32.14	− 0.25
Chevrolet	462,083	30.31	661,358	32.03	− 1.72
Dodge	140,821	9.24	211,913	10.26	− 1.02
GMC	114,077	7.48	160,223	7.76	− 0.28
Jeep	49,687	3.26	83,659	4.05	− 0.79
International	36,324	2.38	67,158	3.25	− 0.87
Plymouth*	17,582	1.15	11,720	0.57	+ 0.58
Mack	13,010	0.86	17,868	0.87	− 0.01
Kenworth	7,326	0.48	8,581	0.42	+ 0.06
Freightliner	6,748	0.44	7,544	0.36	+ 0.08
Peterbilt	4,406	0.29	5,501	0.27	+ 0.02
White	3,137	0.21	5,675	0.27	− 0.06
Autocar	987	0.07	1,328	0.06	+ 0.01
Western Star	630	0.04	665	0.03	+ 0.01
Volvo	431	0.03	374	0.02	+ 0.01
Diamond Reo	65	.....	.....	.....	.....
Miscellaneous**	180,993	11.87	157,658	7.64	+ 4.23
TOTALS	1,524,391	100.00	2,064,779	100.00	.....

★—No registrations for Oklahoma, 1980 and 1979; Illinois, July, 1980; Utah, July, 1979.
NOTE: 1980 figures window vans, 1979 totals do not.

U. S. HEAVY DUTY REGISTRATIONS

SEVEN MONTHS, 1980 VS. 1979★

Based on R. L. Polk & Co. statistical report

	7 mos., 1980	Percent Share of 80 market	7 mos., 1979	Percent Share of '79 Market	Pct. pt. Change, '80-'79
Ford	29,242	25.28	22,465	17.90	+ 7.38
International	19,311	16.70	38,681	30.82	−14.12
GMC	18,336	15.85	11,447	9.12	+ 6.73
Mack	12,797	11.06	17,868	14.24	− 3.18
Chevrolet	10,087	8.72	3,532	2.81	+ 5.91
Kenworth	7,326	6.33	8,581	6.84	− 0.51
Freightliner	6,748	5.84	7,544	6.01	− 0.17
Peterbilt	4,406	3.81	5,501	4.38	− 0.57
White	3,137	2.71	5,675	4.52	− 1.81
Autocar	987	0.85	1,328	1.06	− 0.21
Western Star	630	0.55	665	0.53	+ 0.02
Volvo	429	0.37	374	0.30	+ 0.07
Diamond Reo	65	0.06	.....	.....	+ 0.06
Miscellaneous	2,167	1.87	1,841	1.47	+ 0.40
TOTALS	115,668	100.00	125,502	100.00	.....

★—No registrations for Oklahoma, 1980 and 1979; Illinois, July, 1980; Utah, July, 1979.

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NEW TRUCK REGISTRATIONS BY MAKE AND GVW CLASS

SEVEN MONTHS, 1980 VS. 1979★

		Group 1 6,000 pounds and less	Group 2 6,001-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	**July, '80**	.....	.....	.....	.....	.....	.....	.....	**113**	**113**
	July, '79	.....	.....	.....	.....	.....	.....	.....	205	205
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**987**	**987**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	1,328	1,328
BROCKWAY	**July, '80**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	July, '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	2	2
CHEVROLET	**July, '80**	**32,992**	**31,523**	**10**	.....	**101**	**1,156**	**1,070**	**195**	**67,047**
	July, '79	37,091	49,878	434	.....	142	2,736	74	387	90,742
	Year to Date '80	**222,654**	**220,085**	**726**	.....	**951**	**7,580**	**8,211**	**1,876**	**462,083**
	Year to Date '79	270,717	362,859	4,100	.....	1,022	19,128	871	2,661	661,358
(Memo Units)#	**July, '80**	**13,533**	**8,672**	.....	.....	.....	.....	.....	.....	**22,205**
	July, '79	18,121	14,193	.....	.....	.....	.....	.....	.....	32,314
	Year to Date '80	**99,879**	**63,955**	.....	.....	.....	.....	.....	.....	**163,834**
	Year to Date '79	122,187	105,094	.....	.....	.....	.....	.....	.....	227,281
DIAMOND REO	**July, '80**	.....	.....	.....	.....	.....	.....	.....	**5**	**5**
	July, '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**65**	**65**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
DODGE	**July, '80**	**9,151**	**10,964**	**958**	**43**	.....	.....	.....	.....	**21,116**
	July, '79	9,500	15,516	2,724	8	.....	.....	.....	.....	27,748
	Year to Date '80	**56,646**	**80,477**	**3,511**	**187**	.....	.....	.....	.....	**140,821**
	Year to Date '79	60,649	121,378	25,551	4,335	.....	.....	.....	.....	211,913
(Memo Units)#	**July, '80**	**6,090**	**6,683**	**63**	.....	.....	.....	.....	.....	**12,836**
	July, '79	5,622	8,239	2,544	.....	.....	.....	.....	.....	16,405
	Year to Date '80	**38,038**	**51,460**	**1,370**	.....	.....	.....	.....	.....	**90,868**
	Year to Date '79	35,987	65,442	20,987	.....	.....	.....	.....	.....	122,416
FORD	**July, '80**	**21,576**	**43,158**	**41**	.....	.....	**1,798**	**2,887**	**1,025**	**70,485**
	July, '79	23,774	59,496	36	.....	.....	4,309	1,376	2,129	91,120
	Year to Date '80	**148,478**	**296,071**	**407**	.....	.....	**11,886**	**20,385**	**8,857**	**486,084**
	Year to Date '79	167,478	442,005	240	.....	.....	31,366	8,948	13,517	663,554
(Memo Units)#	**July, '80**	**8,026**	**13,347**	.....	.....	.....	.....	.....	.....	**21,553**
	July, '79	8,944	18,782	.....	.....	.....	.....	.....	.....	27,726
	Year to Date '80	**61,440**	**98,060**	.....	.....	.....	.....	.....	.....	**159,500**
	Year to Date '79	66,393	137,102	.....	.....	.....	.....	.....	.....	203,495
FREIGHTLINER	**July, '80**	.....	.....	.....	.....	.....	.....	.....	**744**	**744**
	July, '79	.....	.....	.....	.....	.....	.....	.....	932	932
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**6,748**	**6,748**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	7,544	7,544
VOLVO	**July, '80**	.....	.....	.....	.....	.....	.....	**54**	**25**	**79**
	July, '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	**2**	**363**	**66**	**431**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
GMC	**July, '80**	**5,259**	**8,160**	**1**	.....	**71**	**644**	**921**	**1,368**	**16,424**
	July, '79	5,943	14,493	34	.....	79	2,033	155	1,694	24,431
	Year to Date '80	**31,639**	**58,248**	**5**	.....	**407**	**5,442**	**8,510**	**9,826**	**114,077**
	Year to Date '79	37,634	95,797	566	.....	552	14,227	1,035	10,412	160,223
(Memo Units)#	**July, '80**	**778**	**2,037**	.....	.....	.....	.....	.....	.....	**2,815**
	July, '79	1,255	4,093	.....	.....	.....	.....	.....	.....	5,348
	Year to Date '80	**5,785**	**16,060**	.....	.....	.....	.....	.....	.....	**21,845**
	Year to Date '79	7,442	28,061	.....	.....	.....	.....	.....	.....	35,503
INTERNATIONAL	**July, '80**	.....	**1,665**	.....	.....	.....	**1,339**	**1,681**	**1,895**	**6,580**
	July, '79	.....	1,776	.....	.....	.....	2,858	2,618	3,545	10,797
	Year to Date '80	.....	**9,777**	.....	.....	.....	**7,236**	**8,730**	**10,581**	**36,324**
	Year to Date '79	.....	13,626	.....	.....	.....	14,851	15,717	22,964	67,158
(Memo Units)#	**July, '80**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	July, '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
JEEP	**July, '80**	**4,284**	**2,635**	.....	.....	.....	.....	.....	.....	**7,179**
	July, '79	6,583	3,652	.....	.....	.....	.....	.....	.....	10,235
	Year to Date '80	**30,779**	**18,908**	.....	.....	.....	.....	.....	.....	**49,687**
	Year to Date '79	47,301	36,358	.....	.....	.....	.....	.....	.....	83,659
(Memo Units)#	**July, '80**	**4,284**	**2,177**	.....	.....	.....	.....	.....	.....	**6,461**
	July, '79	6,583	1,586	.....	.....	.....	.....	.....	.....	8,169
	Year to Date '80	**30,779**	**14,092**	.....	.....	.....	.....	.....	.....	**44,871**
	Year to Date '79	47,301	16,119	.....	.....	.....	.....	.....	.....	63,420
KENWORTH	**July, '80**	.....	.....	.....	.....	.....	.....	.....	**883**	**883**
	July, '79	.....	.....	.....	.....	.....	.....	.....	1,195	1,195
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**7,326**	**7,326**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	8,581	8,581
MACK	**July, '80**	.....	.....	.....	.....	.....	**73**	.....	**1,488**	**1,561**
	July, '79	.....	.....	.....	.....	.....	.....	.....	2,621	2,621
	Year to Date '80	.....	.....	.....	.....	.....	**213**	.....	**12,797**	**13,010**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	17,868	17,868
PETERBILT	**July, '80**	.....	.....	.....	.....	.....	.....	.....	**459**	**459**
	July, '79	.....	.....	.....	.....	.....	.....	.....	736	736
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**4,406**	**4,406**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	5,501	5,501
PLYMOUTH	**July, '80**	**1,588**	**739**	.....	.....	.....	.....	.....	.....	**2,327**
	July, '79	1,292	253	.....	.....	.....	.....	.....	.....	1,545
	Year to Date '80	**11,951**	**5,631**	.....	.....	.....	.....	.....	.....	**17,582**
	Year to Date '79	8,651	3,069	.....	.....	.....	.....	.....	.....	11,720
WESTERN STAR	**July, '80**	.....	.....	.....	.....	.....	.....	.....	**102**	**102**
	July, '79	.....	.....	.....	.....	.....	.....	.....	119	119
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**630**	**630**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	665	665
WHITE	**July, '80**	.....	.....	.....	.....	.....	.....	.....	**508**	**508**
	July, '79	.....	.....	.....	.....	.....	.....	.....	689	689
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**3,137**	**3,137**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	5,675	5,675
MISCELLANEOUS*	**July, '80**	**26,116**	**2**	**1**	.....	**2**	**240**	**97**	**179**	**26,637**
	July, '79	26,397	2	2	.....	6	210	131	217	26,955
	Year to Date '80	**177,003**	**10**	**12**	**6**	**15**	**1,780**	**961**	**1,206**	**180,993**
	Year to Date '79	154,388	10	31	3	19	1,366	831	1,382	158,030
TOTALS	**July, '80**	**100,964**	**99,106**	**1,011**	**43**	**174**	**5,250**	**6,710**	**8,989**	**222,249**
	July, '79	110,570	145,066	3,230	8	227	12,146	4,354	14,469	290,070
	Year to Date '80	**679,150**	**689,207**	**4,661**	**193**	**1,373**	**34,139**	**47,160**	**68,508**	**1,524,391**
	Year to Date '79	746,818	1,075,102	30,488	4,338	1,593	80,938	27,402	98,100	2,064,779

★—No Oklahoma registrations 1980 and 1979; Illinois, July, 1980; Utah, July, 1979.

NOTE: 1980 figures include window vans, 1979 totals do not.

#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy-Van, El Camino and Blazer; Dodge, compact trucks, Ford, Econolins and Bronco; GMC, Vandura, Jimmy and Sprint; International Scout, Jeep, CJ-5, CJ-7. *—Miscellaneous includes imports, Hendrickson, Oshkosh, etc.

—Compiled from R. L. Polk & Co. data.

Gains for Group 7, imports soften truck-market setbacks

Continued from Page 10

line-haul vehicles and units employed in the depressed construction and housing market.

Group 8 registrations, as a result of the recession, were off 30.2 percent in the first seven months, from a record 98,100 units in 1979 to 68,508.

Because of the increase in sales of the imported compact pickups, Group 1 suffered the smallest loss in the January-July period. The count was down only 9.1 percent from last year, from 746,818 units to 679,150.

Registrations of non-captive imports, medium and heavy mid-range diesels as well as the compact pickups, showed an increase of about 15 percent over last year, moving from 156,429 in 1979 to 179,762.

The biggest losers were Groups 3 and 4, reflecting the continued slump in sales of recreational vehicles. Only 193 Group 4 units—mostly big motor-home chassis — were registered through July, off 95.6 percent from last year's 4,338. The Group 3 total of 4,661 units was down 84.7 percent from the year-ago 30,488.

In Group 2, registrations dropped 35.9 percent below last year's level, from 1,075,102 units to 689,207. The Group 6 total was 34,139 units, down 57.8 percent from the year-ago 80,938. Group 5 had 1,373 tallies through July, off 13.8 percent from last year's 1,593 units.

Over the seven-month span, there were 1,373,018 light-truck registrations, a decline of 25.9 percent from the 1,852,408 tallied in 1979.

Mediums were down 58.9 percent, from 86,869 units to 35,705, while heavies suffered the least of the three market segments, a drop of 7.8 percent on 115,668 tallies, compared with a record 125,502 in 1979.

Runnerup spot in HD trucks regained by IH

Continued from Page 10

however, dropped 16.6 percent from the previous year, from 18,823 in 1979 to 15,699.

Over the seven-month span, registrations of Group 7 vehicles were 72 percent higher than last year because of the reclassification of units that earlier fell into Group 6. There were 47,160 Group 7 tallies through July, compared with 27,402 last year.

Because of the reclassification, Group 6 registrations for the seven months were down almost 58 percent from a year ago, 34,139 versus 80,938.

The broad differences in the Groups 6 and 7 tallies from a year ago reflect the continued growth of the switch from gasoline power to the heavier mid-range diesels, which pushes trucks which normally would be in Group 6 up a notch into Group 7.

Group 8 registrations in the January-July period declined about 30 percent from a year ago, from a record 98,100 units in 1979 to 68,508.

Rundown not yet completed

EPA lists '81-model mileage figures

WASHINGTON. — The EPA has released 1981 mileage figures for passenger cars according to size categories and for pickups, vans and special-purpose vehicles.

Not all nameplates are included in the listing because they were not certified in time. A second edition normally is issued in February.

City-driving figures for 49-state vehicles follow:

TWO SEATERS

	Est. MPG	Engine CID	Trans.	Fuel Sys.: No. bbls. or fuel injec.
Alfa Romeo Spider 2000 Veloce	19	120	M5	FI
Chevrolet Corvette	15	350	A3	4
Datsun 280-ZX	21	168	M5	FI
Datsun 280-ZX	21	168	A3	FI
Fiat Spider 2000	25	122	M5	FI
Fiat Spider 2000	22	122	A3	FI
Fiat X1/9	26	91	M5	FI
Mazda RX-7	20	70	M5	4
Porsche 911	17	183	M5	FI
Porsche 924	20	121	M5	FI
Porsche 924 Turbo	20	121	M5	FI
Porsche 924	21	121	A3	FI

MINICOMPACT CARS

Honda Civic	35	91	M5	3
Honda Civic	29	91	A3	3
Honda Prelude	27	107	M5	3
Honda Prelude	24	107	A3	3
Porsche 928	16	273	M5	FI
Porsche 928	16	273	A3	FI
Toyota Starlet	39	79	M5	2

SUBCOMPACT CARS

AMC Spirit	23	151	M4	2
AMC Spirit	20	151	A3	2
AMC Spirit	19	258	M4	2
AMC Spirit	20	258	A3	2
Audi 4000	26	105	M5	FI
Audi 4000	21	131	M5	FI
Audi 4000	20	131	A3	FI
BMW 320i	25	108	M5	FI
BMW 320i	27	108	A3	FI
BMW 528i	18	170	M5	FI
BMW 528i	18	170	A3	FI
BMW 633 CSI	16	196	M5	FI
BMW 633 CSI	16	196	A3	FI
Chevrolet Camaro	19	229	A3	2
Chevrolet Camaro	18	267	A3	2
Chevrolet Camaro	16	305	A3	4
Chevrolet Camaro	16	350	A3	4
Chevrolet Chevette	30	98	M4	2
Chevrolet Chevette	26	98	A3	2
Datsun 200-SX	28	119	M5	FI
Datsun 200-SX	26	119	A3	FI
Datsun 210	30	75	M4	2
Datsun 210	36	85	M5	2
Datsun 210	32	91	M4	2
Datsun 210	32	91	M5	2
Datsun 210	29	91	A3	2
Datsun 280-ZX 2+2	21	168	M5	FI
Datsun 280-SX 2+2	21	168	A3	FI
Datsun 310	32	91	M4	2
Datsun 310	28	91	M5	2
Datsun 510	29	119	M4	2
Datsun 510	30	119	M5	2
Datsun 510	27	119	A3	2
Datsun 810	23	146	M5	FI
Datsun 810	22	146	A3	FI
Dodge Challenger	20	156	M5	2
Dodge Challenger	21	156	A3	2
Dodge Colt	37	86	M4	2
Dodge Colt	33	86	M4x2	2
Dodge Colt	31	98	M4x2	2
Dodge Colt	28	98	A3	2
Dodge 024/De Tomaso	27	105	M4	2
Dodge 024/De Tomaso	25	105	A3	2
Dodge 024/De Tomaso	25	135	M4	2
Dodge 024/De Tomaso	24	135	A3	2
Fiat Brava	24	122	M5	FI
Fiat Brava	24	122	A3	FI
Ford Laser	35	91	M4	2
Ford Laser	35	91	M5	2
Ford Laser	30	91	A3	2
Ford Mustang	23	140	M4	2
Ford Mustang	22	140	A3	2
Ford Mustang	20	200	M4	1
Ford Mustang	20	200	A3	1
Ford Mustang	19	255	A3	2
Honda Accord	27	107	M5	3
Honda Accord	24	107	A3	3
Lancia Beta/Zagato	19	122	M5	FI
Lancia Beta/Zagato	20	122	A3	FI
Mercury Capri	23	140	M4	2
Mercury Capri	22	140	A3	2
Mercury Capri (Calif.)	20	200	M4	1
Mercury Capri (Calif.)	20	200	A3	1
Mercury Capri	19	255	A3	2
Mazda GLC	35	91	M4	2
Mazda GLC	35	91	M5	2
Mazda GLC	30	91	A3	2
Mazda 626	28	120	M5	2
Mazda 626	27	120	A3	2
Mitsubishi Dodge Challenger	20	156	M5	2
Mitsubishi Dodge Challenger	21	156	A3	2
Mitsubishi Dodge Colt	37	86	M4	2
Mitsubishi Dodge Colt	33	86	M4x2	2
Mitsubishi Dodge Colt	30	98	M4x2	2
Mitsubishi Dodge Colt	28	98	A3	2
Mitsubishi Ply Champ	37	86	M4	2
Mitsubishi Ply Champ	33	86	M4x2	2
Mitsubishi Ply Champ	30	98	M4x2	2
Mitsubishi Ply Champ	28	98	A3	2
Mitsubishi Plymouth Sapporo	20	156	M5	2
Mitsubishi Plymouth Sapporo	21	156	A3	2
Plymouth Champ	37	86	M4	2
Plymouth Champ	33	86	M4x2	2
Plymouth Champ	31	98	M4x2	2
Plymouth Champ	28	98	A3	2
Plymouth Sapporo	20	156	M5	2
Plymouth Sapporo	21	156	A3	2
Plym. TC3/Turismo	27	105	M4	2
Plym. TC3/Turismo	25	105	A3	2
Plym. TC3/Turismo	25	135	M4	2
Plym. TC3/Turismo	24	135	A3	2
Pontiac Firebird	19	231	A3	2
Pontiac Firebird	18	265	A3	2
Pontiac Firebird Turbo	15	301	A3	4
Renault 18i	26	100	M4	FI
Renault 18i	24	100	M5	FI
Renault 18i	24	100	A3	FI
Subaru	32	97	M4	2
Subaru	32	97	M5	2
Subaru	28	109	M4	2
Subaru	28	109	M5	2
Subaru	25	109	A3	2
Subaru 4WD	25	109	M4	2
Toyota Celica	25	144	M5	2
Toyota Celica	25	144	A4	2
Toyota Celica Supra	21	168	M5	FI
Toyota Celica Supra	22	168	A4	FI
Toyota Corolla	30	108	M4	2
Toyota Corolla	28	108	M5	2
Toyota Corolla	27	108	A3	2
Toyota Corolla Tercel	36	89	M4	2
Toyota Corolla Tercel	34	89	M5	2
Toyota Corolla Tercel	29	89	A3	2
Toyota Corona	25	144	M5	2
Toyota Corona	25	144	A4	2
Toyota Cressida	22	168	A4	FI
VW Jetta	25	105	M5	FI
VW Jetta	25	105	A3	FI
VW Rabbit Diesel	42	97	M4	FI
VW Rabbit Diesel	38	97	M5	FI
VW Rabbit Diesel	28	105	M4	FI
VW Rabbit Diesel	25	105	M5	FI
VW Rabbit Diesel	25	105	A3	FI
VW Scirocco	25	105	M5	FI
VW Scirocco	25	105	A3	FI

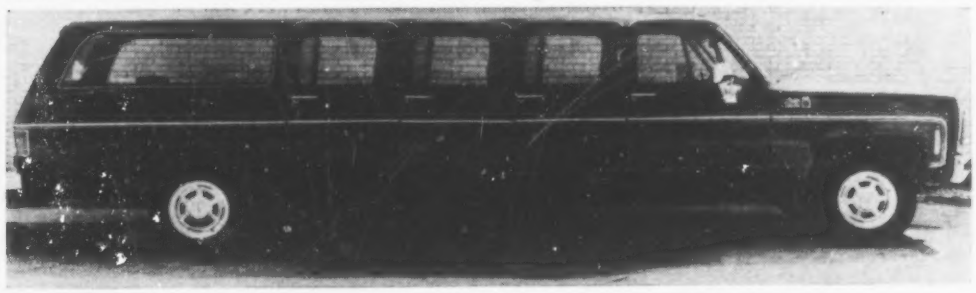
COMPACT CARS

AMC Concord	23	151	M4	2
AMC Concord	20	151	A3	2
AMC Concord	19	258	M4	2
AMC Concord	19	258	A3	2
Audi 5000	19	131	M5	FI
Audi 5000	19	131	A3	FI
BMW 733i	16	196	M5	FI
BMW 733i	16	196	A3	FI
Buick Skylark	22	151	M4	2
Buick Skylark	22	151	A3	2
Buick Skylark	21	173	M4	2
Buick Skylark	21	173	A3	2
Dodge Omni	28	105	M4	2
Dodge Omni	25	105	A3	2
Dodge Omni	25	135	M4	2
Dodge Omni	24	135	A3	2
Fiat Strada	28	91	M5	FI
Fiat Strada	26	91	A3	FI
Ford Escort (Calif.)	28	98	M4	2
Mercury Lynx (Calif.)	28	96	M4	2
Olds Omega	22	151	M4	2
Olds Omega	23	151	A3	2
Olds Omega	21	173	M4	2
Olds Omega	21	173	A3	2
Plymouth Horizon	28	105	M4	2
Plymouth Horizon	25	105	A3	2
Plymouth Horizon	25	135	M4	2
Plymouth Horizon	24	135	A3	2

MID-SIZE CARS

Buick Century	17	231	M3	2
Buick Century	21	231	A3	2
Buick Century	19	265	A3	2
Buick Regal	21	231	A3	2
Buick Regal Turbo	19	231	A3	4
Buick Regal	18	265	A3	2
Buick Riviera Turbo	16	231	A3	4
Buick Riviera	17	252	A3	4
Buick Riviera	17	307	A3	4
Buick Riviera Diesel	20	350	A3	FI
Cadillac Eldorado	17	252	A3	4
Cadillac Eldo. Diesel	20	350	A3	FI
Cadillac Seville	17	252	A3	4
Cadillac Seville Dies.	20	350	A3	FI
Chevrolet Citation	22	151	M4	2
Chevrolet Citation	22	151	A3	2
Chevrolet Citation	21	173	M4	2
Chevrolet Citation	21	173	A3	2
Chevrolet Malibu	19	229	A3	2
Chevrolet Malibu	18	267	A3	2
Chev. Monte Carlo	19	229	A3	2
Chev. Monte Carlo Turbo	19	231	A3	4
Chev. Monte Carlo	18	267	A3	2
Chrysler Cordoba	18	225	A3	1
Chrysler Cordoba	17	318	A3	2
Chrysler LeBaron	18	225	A3	1
Chrysler LeBaron	17	318	A3	2
Chrysler LeBaron	16	318	A3	4
Dodge Aries	25	135	M4	2
Dodge Aries	24	135	A3	2
Dodge Aries	23	156	A3	2
Dodge Diplomat	18	225	A3	1
Dodge Diplomat	17	318	A3	2
Dodge Diplomat	16	318	A3	4
Dodge Mirada	18	225	A3	1
Dodge Mirada	17	318	A3	2
Ford Fairmont	23	140	M4	2
Ford Fairmont	22	140	A3	2
Ford Fairmont (Calif.)	20	200	A3	1
Ford Fairmont	18	255	A3	2
Ford Granada	23	140	M4	2
Ford Granada	22	140	A3	2
Ford Granada (Calif.)	19	200	A3	1
Ford Granada	18	255	A3	2
Ford T-Bird (Calif.)	18	200	A3	1
Ford T-Bird	18	255	A3	2
Ford T-Bird	16	302	A4	2
Imperial	16	318	A3	FI
Mercury Cougar	23	140	M4	2
Mercury Cougar	22	140	A3	2
Merc. Cougar (Calif.)	19	200	A3	1
Mercury Cougar	18	255	A3	2
Merc. XR-7 (Calif.)	18	200	A3	1
Mercury XR-7	18	255	A3	2
Mercury XR-7	16	302	A4	2
Mercury Zephyr	23	140	M4	2
Mercury Zephyr	22	140	A3	2
Merc. Zephyr (Calif.)	20	200	A3	1
Mercury Zephyr	18	255	A3	2
Olds Cutlass	17	231	M3	2
Olds Cutlass	21	231	A3	2
Olds Cutlass	19	260	A3	2
Olds Cutlass Diesel	23	350	A3	FI

Continued on Page 38, Col. 2



Not quite bus, not quite limousine

The Limo-Bus by Phaeton Coach Corp. transports 15 passengers in style—eight doors, a third air-conditioning system, refrigerators, service tables and wide seats upholstered in Cadillac de Elegance fabric. The stretched GMC Suburban is said to get better than 10 MPG, an unnecessary luxury for the Saudi Arabians who took delivery on the first shipment.

REFER TO PREVIOUS PAGE

DIRECT RETURN ON YOUR OAKLEAF @ 100 CARS PER MONTH

	Item	Total
1. Increase your insurance closings by 2 @ $260.00	$ 520.00	
2. Follow-up letter sells 2 additional warranties @ $100.00 per sale	$ 200.00	$ 720.00
3. Prospect and Follow-up systems combine to bring in 10 additional sales @ $450.00 gross and $150.00 back end	$6,000.000	$6,000.00
4. Spot deliver (or eliminate from shopping your deal) 2 customers	$1,200.00	$7,920.00
5. Increase your service R.O. count via direct mail and follow-up system	???	$$$
6. Increase Daily Rental Revenues with mailing program	???	$$$$$
7. Better Accounts Receivable collections with personal letters	???	$$$$$$$

This $13,000 investment could earn you more than $7,920.00 each month, while your dealership enjoys many more indirect benefits... all pointing to a brighter bottom line!

oakleaf
Oakleaf & Associates, Inc.

TURN PAGE

Award for Moore

Charlie Moore, left, Moore & McDavid Co., Greenwood, Miss., receives a 25-year award from Pontiac and its representative, William E. Enockson, Memphis zone manager.

Rundown not yet completed

EPA lists '81-model mileage figures

Continued from Page 37

	Est. MPG	Engine CID	Trans.	Fuel Sys.: No. bbls. or fuel Injec.
Olds Cutlass Supreme/Calais	21	231	A3	2
Olds Cutlass Supreme/Calais	19	260	A3	2
Olds Cutlass Supreme/Calais Diesel	23	350	A3	FI
Olds Toronado	17	252	A3	4
Olds Toronado	17	307	A3	4
Olds Toronado Diesel	21	350	A3	FI
Plymouth Reliant	25	135	M4	2
Plymouth Reliant	24	135	A3	2
Plymouth Reliant	23	156	A3	2
Pontiac Grand Prix	21	231	A3	2
Pontiac Grand Prix	18	265	A3	2
Pontiac LeMans	17	231	M3	2
Pontiac Lemans	21	231	A3	2
Pontiac Lemans	19	265	A3	2
Pontiac Phoenix	22	151	M4	2
Pontiac Phoenix	22	151	A3	2
Pontiac Phoenix	21	173	M4	2
Pontiac Phoenix	21	173	A3	2
LARGE CARS				
Buick Electra	18	252	A4	4
Buick Electra	16	307	A4	4
Buick Electra Diesel	21	350	A3	FI
Buick LeSabre	19	231	A3	2
Buick LeSabre	18	252	A3	4
Buick LeSabre	18	252	A4	4
Buick LeSabre	16	307	A3	4
Buick LeSabre	17	307	A4	4
Buick LeSabre Diesel	22	350	A3	FI
Cadillac deVille/Brougham	18	252	A4	4
Cadillac deVille/Brougham Diesel	21	350	A3	FI
Chev. Impala/Caprice	19	229	A3	2
Chev. Impala/Caprice	18	267	A3	2
Chev. Impala/Caprice	17	305	A4	4
Chev. Impala/Caprice Diesel	22	350	A3	FI
Chrys. Newport/N.Y.	17	225	A3	1
Chrys. Newport/N.Y.	17	318	A3	2
Chrys. Newport/N.Y.	16	318	A3	4
Dodge St. Regis	17	225	A3	1
Dodge St. Regis	17	318	A3	2
Dodge St. Regis	16	318	A3	4
Ford LTD	16	302	A4	2
Mercury Marquis	16	302	A4	2
Olds Delta 88	19	231	A3	2
Olds Delta 88	17	260	A3	2
Olds Delta 88	16	307	A3	4
Olds Delta 88	17	307	A4	4
Olds Delta 88 Diesel	23	350	A3	FI
Olds Ninety-Eight	18	252	A4	4
Olds Ninety-Eight	17	307	A4	4
Olds Ninety-Eight Diesel	21	350	A3	FI
Plymouth Gran Fury	17	225	A3	1
Plymouth Gran Fury	17	318	A3	2
Plymouth Gran Fury	16	318	A3	4
Pont. Cat./Bonneville	19	231	A3	2
Pont. Cat./Bonneville	18	265	A3	2
Pont. Cat./Bonneville	17	307	A4	4
Pont. Cat./Bonneville Diesel	21	350	A3	FI
SMALL STATION WAGONS				
AMC Concord	23	151	M4	2
AMC Concord	20	151	A3	2
AMC Concord	19	258	M4	2
AMC Concord	19	258	A3	2
Datsun 210	32	91	M4	2
Datsun 210	32	91	M5	2
Datsun 210	29	91	A3	2
Datsun 510	29	119	M4	2
Datsun 510	26	119	A3	2
Datsun 810	23	146	M5	FI
Datsun 810	22	146	A3	FI
Honda Civic	31	91	M5	3
Honda Civic	29	91	A3	3
Mazda GLC	31	91	M4	2
Mazda GLC	31	91	M5	2
Mazda GLC	28	91	A3	2
Renault 18i	25	100	M4	FI
Renault 18i	24	100	M5	FI
Renault 18i	24	100	A3	FI
Subaru	28	109	M4	2
Subaru	28	109	M5	2
Subaru	25	109	A3	2
Subaru 4WD	25	109	M4	2
Toyota Corolla	28	108	M5	2
Toyota Corolla	27	108	A3	2
Toyota Corona	25	144	M5	2
Toyota Corona	25	144	A4	2
Toyota Cressida	22	168	A4	FI
MID-SIZE STATION WAGONS				
Buick Century	21	231	A3	2
Buick Century	18	265	A3	2
Chevrolet Malibu	19	229	A3	2
Chevrolet Malibu	18	267	A3	2
Chevrolet Malibu	16	305	A3	4
Chrysler LeBaron	17	225	A3	1
Chrysler LeBaron	17	318	A3	2
Dodge Aries	24	135	M4	2
Dodge Aries	23	135	A3	2
Dodge Aries	23	156	A3	2
Dodge Diplomat	17	225	A3	1
Dodge Diplomat	17	318	A3	2
Ford Fairmont	23	140	M4	2
Ford Fairmont (Calif.)	18	200	A3	1
Ford Fairmont	18	255	A3	2
Mercury Zephyr	23	140	M4	2
Merc. Zephyr (Calif.)	18	200	A3	1
Mercury Zephyr	18	255	A3	2
Olds Cutlass	21	231	A3	2
Olds Cutlass	17	260	A3	2
Olds Cutlass	16	307	A3	4
Olds Cutlass Diesel	23	350	A3	FI
Plymouth Reliant	24	135	M4	2
Plymouth Reliant	23	135	A3	2
Plymouth Reliant	23	156	A3	2
Pont. LeMans Safari	21	231	A3	2
Pont. LeMans Safari	18	265	A3	2
LARGE STATION WAGONS				
Buick LeSabre/Electra	16	307	A4	4
Buick LeSabre/Electra Diesel	21	350	A3	FI
Chev. Impala/Caprice	16	267	A3	2
Chev. Impala/Caprice	16	305	A4	4
Chev. Impala/Caprice Diesel	21	350	A3	FI
Ford LTD	16	302	A4	2
Mercury Marquis	16	302	A4	2
Olds Custom Cruiser	16	307	A4	4
Olds Custom Cruiser Diesel	21	350	A3	FI
Pontiac Catalina/Bonneville	16	307	A4	4
Pontiac Catalina/Bonneville Safari Dies.	21	350	A3	FI
SMALL PICKUP TRUCKS (Two-Wheel Drive)				
Chevrolet LUV	26	111	M4	2
Chevrolet LUV	23	111	A3	2
Datsun	27	133	M4	2
Datsun	27	133	M5	2
Datsun	24	133	A3	2
Dodge Ram 50	22	122	M4	2
Dodge Ram 50	23	122	A3	2
Dodge Ram 50	22	156	M5	2
Dodge Ram 50	22	156	A3	2
Ford Courier	27	120	M4	2
Ford Courier	27	120	M5	2
Ford Courier	22	140	M4	2
Ford Courier	22	140	M5	2
Ford Courier	20	140	A3	2
Mitsubishi Dodge Ram 50	22	122	M4	2
Mitsubishi Dodge Ram 50	23	122	A3	2
Mitsubishi Dodge Ram 50	22	156	M5	2
Mitsubishi Dodge Ram 50	22	156	A3	2
Mitsubishi Plymouth Arrow	22	122	M4	2
Mitsubishi Plymouth Arrow	23	122	A3	2
Mitsubishi Plymouth Arrow	22	156	M5	2
Mitsubishi Plymouth Arrow	22	156	A3	2
Mazda B2000	27	120	M4	2
Mazda B2000	27	120	M5	2
Plymouth Arrow	22	122	M4	2
Plymouth Arrow	23	122	A3	2
Plymouth Arrow	22	156	M5	2
Plymouth Arrow	22	156	A3	2
Toyota	26	144	M4	2
Toyota	24	144	M5	2
Toyota	25	144	A3	2
Toyota	24	144	A4	2
VW Diesel	37	97	M4	FI
VW Diesel	38	97	M5	FI
SMALL PICKUP TRUCKS (Four-Wheel Drive)				
Chevrolet LUV	22	111	M4	2
Datsun	21	133	M4	2
Datsun	21	133	M5	2
Suzuki LJ81	22	49	M4	1
STANDARD PICKUP TRUCKS (Two-Wheel Drive)				
Chevrolet C10	19	250	M3/M4C	2
Chevrolet C10	17	250	A3	2
Chevrolet C10	17	305	M3	2
Chevrolet C10	17	305	A3	2
Chevrolet C10	17	305	M3/M4C	4
Chevrolet C10	16	305	A3	4
Chevrolet C10 Diesel	20	350	A3	FI
Chevrolet C20	17	250	M3/M4C	2
Chevrolet C20	15	250	A3	2
Chevrolet C20	16	305	M3/M4C	4
Chevrolet C20	16	305	A3	4
Chevrolet El Camino	19	229	A3	2
Chevrolet El Camino	17	267	A3	2
Chevrolet El Camino	16	305	A3	4
Dodge D-150	18	225	M4	1
Dodge D-150	18	225	M4C	1
Dodge D-150	18	225	A3	1
Dodge D-150	15	318	M4	2
Dodge D-150	15	318	M4C	2
Dodge D-150	16	318	A3	2
Dodge D-150	14	318	A3	4
Dodge D-150	13	360	M4C	4
Dodge D-250	18	225	M4C	1
Dodge D-250	17	225	A3	1
Dodge D-250	13	318	M4C	2
Dodge D-250	16	318	A3	2
Dodge D-250	14	316	A3	4
Dodge D-250	13	360	M4C	4
Ford F-100/F-150	17	255	M4	2
Ford F-100/F-150	16	255	A3	2
Ford F-100/F-150	20	300	M3/M4C	1
Ford F-100/F-150	21	300	M4	1
Ford F-100/F-150	17	300	A3	1
Ford F-100/F-150	16	302	M3	2
Ford F-100/F-150	16	302	M4	2
Ford F-100/F-150	16	302	A3	2
Ford F-100/F-150	16	302	A4	2
Ford F-100/F-150	13	351	M3/M4C	2
Ford F-100/F-150	14	351	M4	2
Ford F-100/F-150	14	351	A3	2
Ford F-250	19	300	M3/M4C	1
Ford F-250	17	300	A3	1
Ford F-250	15	302	M3/M4C	2
Ford F-250	15	302	M4	2
Ford F-250	15	302	A3	2
Ford F-250	14	302	A4	2
Ford F-250	13	351	M4	2
Ford F-250	13	351	M4C	2
Ford F-250	13	351	A3	2
GMC Caballero	19	229	A3	2
GMC Caballero	17	267	A3	2
GMC Caballero	16	305	A3	4

Continued on Page 39, Col. 1

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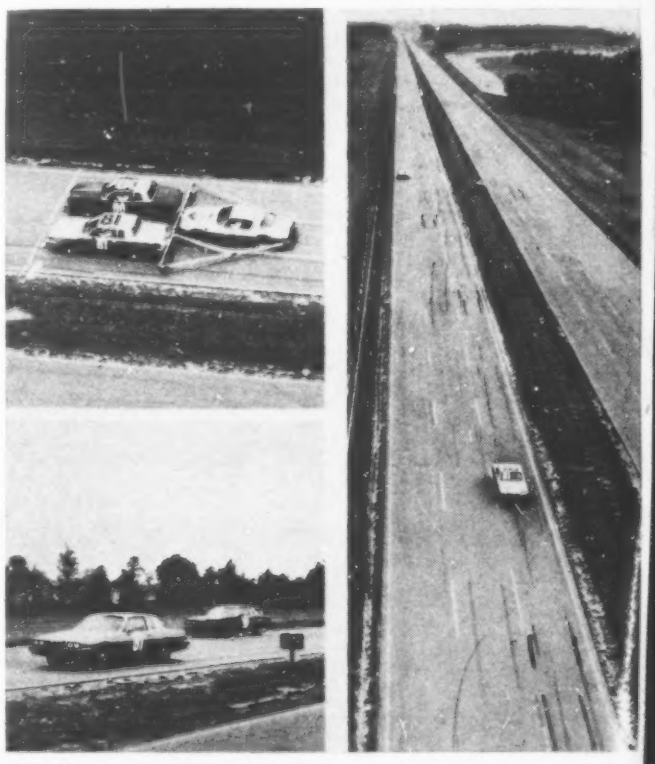


Pontiac's pushing Grand Prixs

A 1980 Pontiac Grand Prix and a new aerodynamic 1981 Grand Prix, comparably equipped, were pushed in neutral gear to a speed of 55 MPH, then allowed to coast to a stop on a level GM test track. The newer, wedge-shaped Pontiac coasted more than 500 feet farther. Both styling and the 35 PSI-pressure tires helped make the difference.

Some nameplates missing, though

EPA mileage ratings listed for 1981 models

Continued from Page 38

	Est. MPG	Engine CID	Fuel Sys.: No. bbls. or fuel Trans.	inject.
GMC C-15	19	250	M3/M4C	2
GMC C-15	17	250	A3	2
GMC C-15	17	305	M3	2
GMC C-15	17	305	A3	2
GMC C-15	17	305	M3/M4C	4
GMC C-15	16	305	A3	4
GMC C-15 Diesel	20	350	A3	FI
GMC C-25	17	250	M3/M4C	2
GMC C-25	15	250	A3	2
GMC C-25	16	305	M3/M4C	4
GMC C-25	16	305	A3	4
Plymouth Fargo D-150	18	225	M4	1
Plymouth Fargo D-150	18	225	M4C	1
Plymouth Fargo D-150	18	225	A3	1
Plymouth Fargo D-150	15	318	M4	2
Plymouth Fargo D-150	15	318	M4C	2
Plymouth Fargo D-150	16	318	A3	2
Plymouth Fargo D-150	14	318	A3	4
Plymouth Fargo D-150	14	360	M4C	4
Plymouth Fargo D-250	18	225	M4C	1
Plymouth Fargo D-250	17	225	A3	1
Plymouth Fargo D-250	13	318	M4C	2
Plymouth Fargo D-250	15	318	A3	2
Plymouth Fargo D-250	14	318	A3	4
Plymouth Fargo D-250	13	360	M4C	4
Toyota ¾-ton	26	144	M4	2

STANDARD PICKUP TRUCKS (Four-Wheel Drive)

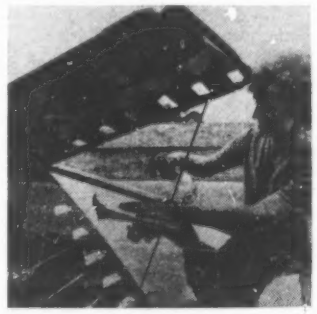
Chevrolet K-10	17	250	M3/M4C	2
Chevrolet K-10	15	250	A3	2
Chevrolet K-10	16	305	M3/M4C	4
Chevrolet K-10	16	305	A3	4
Chevrolet K-20	13	350	M3/M4C	4
Chevrolet K-20	13	350	A3	4
Dodge W-150	16	225	M4C	1
Dodge W-150	16	225	A3	1
Dodge W-150	13	318	M4C	2
Dodge W-150	14	318	A3	2
Dodge W-150	13	318	A3	4
Dodge W-150	13	360	M4C	4
Dodge W-250	13	318	M4C	2
Dodge W-250	14	318	A3	2
Dodge W-250	13	318	A3	4
Dodge W-250	13	360	M4C	4
Ford F-150	18	300	M4	1
Ford F-150	17	300	M4C	1
Ford F-150	15	302	M4	2
Ford F-150	15	302	M4C	2
Ford F-150	15	302	A3	2
Ford F-150	14	351	M4	2
Ford F-150	13	351	A3	2
Ford F-250	16	300	M4C	1
Ford F-250	13	302	M4C	2
Ford F-250	14	302	A3	2
Ford F-250	12	351	M4C	2
Ford F-250	12	351	A3	2
GMC K-15	17	250	M3/M4C	2
GMC K-15	15	250	A3	2
GMC K-15	16	305	M4C	4
GMC K-15	16	305	A3	4
GMC K-25	13	350	M3/M4C	4
GMC K-25	13	350	A3	4
Jeep J-10	15	258	M4	2
Jeep J-10	16	258	A3	2
Jeep J-10	13	360	M4	2
Jeep J-10	13	360	A3	2
Jeep J-20	13	360	M4C	2
Jeep J-20	13	360	A3	2
Plym. Fargo W-150	16	225	M4C	1
Plym. Fargo W-150	16	225	A3	1
Plym. Fargo W-150	13	318	M4C	2
Plym. Fargo W-150	14	318	A3	2
Plym. Fargo W-150	13	318	A3	4
Plym. Fargo W-150	13	360	M4C	4
Plym. Fargo W-250	13	318	M4C	2
Plym. Fargo W-250	13	318	A3	2
Plym. Fargo W-250	13	318	A3	4
Plym. Fargo W-250	13	360	M4C	4
Toyota	21	144	M4	2
Toyota	22	144	M5	2

VANS (Cargo Vans)

Chevrolet G-10/G-20	18	250	M3	2
Chevrolet G-10/G-20	16	250	A3	2
Chevrolet G-10/G-20	16	305	M3	2
Chevrolet G-10/G-20	16	305	A3	2
Chevrolet G-10/G-20	17	305	M3	4
Chevrolet G-10/G-20	16	305	A3	4
Dodge B-150/B-250	19	225	M4	1
Dodge B-150/B-250	18	225	A3	1
Dodge B-150/B-250	15	318	M4	2
Dodge B-150/B-250	15	318	A3	2
Dodge B-150/B-250	14	318	A3	4
Dodge B-350	15	318	A3	2
Dodge B-350	14	318	A3	4
Ford E-100/150 Econ	19	300	M3	1
Ford E-100/150 Econ	19	300	M4	1
Ford E-100/150 Econ	16	300	A3	1
Ford E-100/150 Econ	15	302	M3	2
Ford E-100/150 Econ	15	302	M4	2
Ford E-100/150 Econ	15	302	A3	2
Ford E-100/150 Econ	13	351	A3	2
Ford E-250 Econoline	18	300	M3	1
Ford E-250 Econoline	16	300	A3	1
Ford E-250 Econoline	15	302	A3	2
Ford E-250 Econoline	12	351	A3	2
GMC G-15/G-25	18	250	M3	2
GMC G-15/G-25	16	250	A3	2
GMC G-15/G-25	16	305	M3	2
GMC G-15/G-25	16	305	A3	2
GMC G-15/G-25	17	305	M3	4
GMC G-15/G-25	16	305	A3	4
Plym. B-150/B-250	19	225	M4	1
Plym. B-150/B-250	18	225	A3	1
Plym. B-150/B-250	15	318	M4	2
Plym. B-150/B-250	15	318	A3	2
Plym. B-150/B-250	14	318	A3	4
Plymouth B-350	15	318	A3	2
Plymouth B-350	14	318	A3	4

VANS (Passenger Vans)

Chevrolet G-10/G-20 Sportvan	16	250	M3	2
Chevrolet G-10/G-20 Sportvan	15	250	A3	2
Chevrolet G-10/G-20 Sportvan	17	305	M3	4
Chevrolet G-10/G-20 Sportvan	15	305	A3	4
Dodge B-150/B-250	18	225	M4	1
Dodge B-150/B-250	17	225	A3	1
Dodge B-150/B-250	15	318	M4	2
Dodge B-150/B-250	15	318	A3	2
Dodge B-150/B-250	13	318	A3	4
Dodge B-350	14	318	A3	2
Dodge B-350	13	318	A3	4
Ford E-100/150 Club Wagon	17	300	M3	1
Ford E-100/150 Club Wagon	16	360	M4	1
Ford E-100/150 Club Wagon	14	300	A3	1
Ford E-100/150 Club Wagon	14	302	M3	2
Ford E-100/150 Club Wagon	14	302	M4	2
Ford E-100/150 Club Wagon	13	302	A3	2
Ford E-100/150 Club Wagon	12	351	A3	2
GMC G-15/G-25 Sportvan	16	250	M3	2
GMC G-15/G-25 Sportvan	15	250	A3	2
GMC G-15/G-25 Sportvan	17	305	M3	4
GMC G-15/G-25 Sportvan	15	305	A3	4
Plymouth PB-150/ PB-250 Voyager	18	225	M4	1
Plymouth PB-150/ PB-250 Voyager	17	225	A3	1
Plymouth PB-150/ PB-250 Voyager	15	318	M4	2
Plymouth PB-150/ PB-250 Voyager	15	318	A3	2
Plymouth PB-150/ PB-250 Voyager	13	318	A3	4
Plymouth PB-350 Voyager	14	318	A3	2
Plymouth PB-350 Voyager	13	318	A3	4



Liftable louvers

One-piece Shadow louvers, from Chastain, Inc., Long Beach, Calif., feature a flip latch that facilitates cleaning the rear window. Chastain Shadow lines are available for selected domestic and import models.

SPECIAL PURPOSE VEHICLES (Two-Wheel Drive)

Chevrolet C-10 Blazer	16	250	M3	2
Chevrolet C-10 Blazer	15	250	A3	2
Chevrolet C-10 Blazer	16	305	M3	2
Chevrolet C-10 Blazer	16	305	A3	2
Chevrolet C-10 Blazer	17	305	M4C	4
Chevrolet C-10 Blazer	16	305	A3	4
Chevrolet C-10 Sub...	16	305	M4C	4
Chevrolet C-10 Sub...	15	305	A3	4
Dodge AD-150 Ramcharger	16	318	A3	2
GMC C-15 Jimmy	16	250	M3	2
GMC C-15 Jimmy	15	250	A3	2
GMC C-15 Jimmy	16	305	M3	2
GMC C-15 Jimmy	16	305	A3	2
GMC C-15 Jimmy	17	305	M4C	4
GMC C-15 Jimmy	16	305	A3	4
GMC C-15 Suburban	16	305	M4C	4
GMC C-15 Suburban	15	305	A3	4
Plymouth PD-150 Trailduster	16	318	A3	2

SPECIAL PURPOSE VEHICLE (Four-Wheel Drive)

AMC Eagle	22	151	M4	2
AMC Eagle	17	258	M4	2
AMC Eagle	16	258	A3	2
AMC Eagle: Kammback, SX/4	22	151	M4	2
AMC Eagle: Kammback, SX/4	20	151	A3	2
AMC Eagle: Kammback, SX/4	17	258	M4	2
AMC Eagle: Kammback, SX/4	18	258	A3	2
Chevrolet K-10 Blazer	16	250	M3/M4C	2
Chevrolet K-10 Blazer	15	250	A3	2
Chevrolet K-10 Blazer	16	305	M4C	4
Chevrolet K-10 Blazer	15	305	A3	4
Chevrolet K-10 Sub..	13	350	M4C	4
Chevrolet K-10 Sub..	13	350	A3	4
Dodge AW-150 Ramcharger	13	318	M4C	2
Dodge AW-150 Ramcharger	14	318	A3	2
Dodge AW-150 Ramcharger	13	318	A3	4
Dodge AW-150 Ramcharger	12	360	M4C	4
Ford Bronco	18	300	M4	1
Ford Bronco	16	300	M4C	1
Ford Bronco	14	302	M4	2
Ford Bronco	15	302	M4C	2
Ford Bronco	14	302	A3	2
Ford Bronco	13	351	M4	2
Ford Bronco	12	351	A3	2
GMC K-15 Jimmy	16	250	M3/M4C	2
GMC K-15 Jimmy	15	250	A3	2
GMC K-15 Jimmy	16	305	M4C	4
GMC K-15 Jimmy	15	305	A3	4
GMC K-15 Sub.	13	350	M4C	4
GMC K-15 Sub.	13	350	A3	4
Jeep Cherokee/ Wagoneer	15	258	M4	2
Jeep Cherokee/ Wagoneer	16	258	A3	2
Jeep Cherokee/ Wagoneer	13	360	M4	2
Jeep Cherokee/ Wagoneer	13	360	A3	2
Jeep CJ-5/7/8	22	151	M4	2
Jeep CJ-5/7/8	19	151	A3	2
Jeep CJ-5/7/8	17	258	M4	2
Jeep CJ-5/7/8	17	258	A3	2
Plymouth PW-150 Trailduster	13	318	M4C	2
Plymouth PW-150 Trailduster	14	318	A3	2
Plymouth PW-150 Trailduster	13	318	A3	4
Plymouth PW-150 Trailduster	12	360	M4C	4
Subaru Brat	25	109	M4	2
Suzuki LJ-80	22	49	M4	1
Suzuki LJ-80V	22	49	M4	1
Toyota Land Cruiser Wagon	12	258	M4	2
Toyota Land Cruiser	13	258	M4	2

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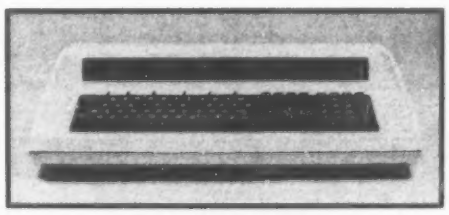

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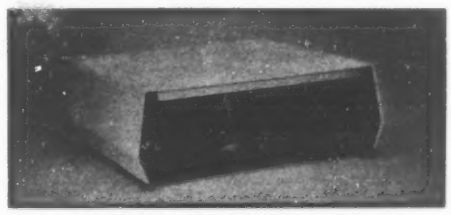

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Need is there but merchandise is hard to find

New auction struggles in Rochester

ROCHESTER, N. Y. — Lanny Terry couldn't have selected a worse time to establish an auto auction when a "tremendous shortage" of used vehicles exists and when prices have zoomed upward $800 to $1,000 in three months.

Terry, a former general manager of Antel Oldsmobile-Cadillac-GMC in nearby Canandaigua, is depending on adequate capitalization and persistence to make a go of his Western New York Auto Auctions, Inc., in suburban Rush.

"Although there is a paranoia in this country about cars, I believe I will overcome," said.

He opened July 1 with 160 auction entries per week and this total has plunged to about 40, sustaining losses between $2,000 and $4,000 per week. Terry, who has been in the auto business for 25 years, is an optimistic enterpreneur.

But he faces competition of existing auctions in nearby communities, including Dansville, Cicero, Syracuse, Buffalo and Albany. Even the auction in Manheim, Pa., is considered a competitor.

However, he said, "there is a tremendous shortage of used cars. We've got plenty of buyers. My problem is I don't have the sellers. If the public doesn't buy new cars, they're not trading in their used cars."

Terry remains hopeful that the 1981s will increase the supply of older cars, especially if the public has been putting off purchase of new machines. This has been evident in this area by a surge of service business.

He hopes also that a new road will soon be opened to provide access to the Southern Tier. The auction is three miles south of Exit 46 of the New York State Thruway and near the extension of the Genesee Expressway, or Interstate 390, due to be completed early this fall.

Some dealers believe that Western New York Auto Auction will become profitable but that it will take time. Many dealers in the area would like to have a close-by auction.

While biding time, Terry is seeking to increase services to add revenue. For example, he is planning a public auction on Saturday with owners paying an entry fee of $10. If the vehicle is sold, the seller will pay another $20 and the buyer $10. He is also conducting repossession sales, attracting 40 to 50 persons in search of bargains. Several have been held for Citibank and Terry has also a contract with Manufacturers Hanover Co. — Central New York. The repo sales will be held monthly.

Mazda GLC notchback due in U. S. later this year

By John Hartley
Staff Correspondent

TOKYO. — Just a few months after the introduction of the new Mazda front-drive hatchback — Familia in Japan, 323 in the UK and Europe, and GLC in the U. S. — comes the notchback four-door, sedan.

Initially, owing to its lower price and more interior space, the new Mazda has definitely upstaged the Honda Ballade, introduced just one week earlier in Japan.

The sedan is based on the mechanical units and many of the panels of the hatchback, but it looks a little different. One reason for this is that the front panel, which includes the grille and front air dam, is different from that of the hatchback, the grille being vertical.

Then, the lamps which flank the headlamps are triangular from the sides. The turn signals are incorporated in the bumper, instead of being alongside the headlamps.

The long tail and the rear extractor vents in the rear pillars also give the car a distinctive look.

Overall length of the Mazda is 163 inches, 7.9 inches more than that of the hatchback, and 2.4 inches more than that of the Honda Ballade.

The passenger compartment is the same size as that of the hatchback, but is just a little bigger than the Honda all round — as is the trunk. Weight is some 44 pounds more than that of the hatchback, and slightly more than the Honda.

One interesting feature of the notchback is that the rear seat folds forward to give a long luggage platform. The seat is split off-center, so that either one-third or the complete seat can be folded forward. This feature is likely to be found increasingly in notchback sedans in the future.

Toyo Kogyo is planning to produce up to 12,000 of the notchbacks monthly, although the precise number will depend on the split in demand between notchback and hatchback, the total production volume being 27,000 per month.

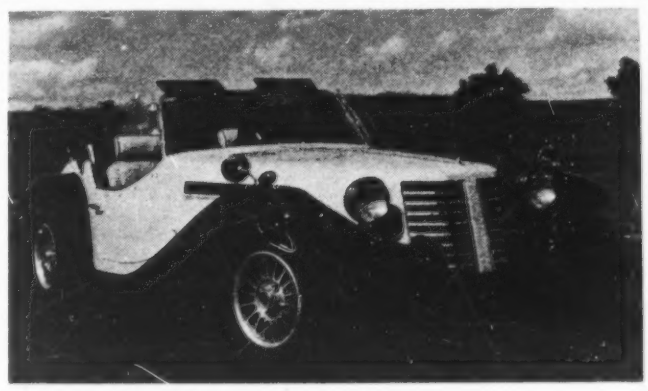
Exports to the U. S. are scheduled to start in October, with shipments to mainland Europe starting a month later. The car is also to be exported to the UK, but this will probably be delayed until early in 1981.

Model breakdown
Auction averages

	SEPTEMBER TO DATE	AUGUST	JULY
1980	$6,406	$6,516	$5,662
1979	4,628	5,022	4,900
1978	3,813	3,806	3,831
1977	3,205	3,258	3,046
1976	2,312	2,445	2,214
1975	1,772	1,808	1,711
1974	1,363	1,310	1,240
1973	1,231	963	968
Overall Average	$3,458	$3,649	$3,289

Used car sales
Auction averages

September to date	$3,458
Month ago	$3,649
Year ago	$3,003



Turn a Pinto into a Bearcat

The Blakely Bearcat S-II is an update of the original Bearcat model and features revised styling and equipment. The Bearcat is sold by Blakely Automotive, Princeton, Wis., and is built using Pinto components.

factories list auction dates

American Motors

Sept. 23—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.

Sept. 24—Southern Auto Auction, S. Main St., Warehouse Point, Conn.; Kansas City Auto Auction, 1100 Elmwood Ave., Kansas City, Mo.; Al Eide's Minneapolis Auto Auction, 1125 A Nathan Lane, Minneapolis.

Sept. 25—Fredericksburg Auto Auction, U. S. 1 Alt., Fredericksburg, Va.

Sept. 26—Concord Auto Auction, Hosmer St., Acton, Mass.; Floyd Hauhe Auto Auction, 12000 St. Charles Rock Rd., Bridgeton, Mo.

Sept. 30—D-A Auto Auction, Waltz Mill Rd., New Stanton, Pa.; Ohio Auto Auction, Columbus, O.

AMC sales are open to all dealers.

Chrysler Corp.

Sept. 24—St. Pete Auto Auction, 14950 Roosevelt Blvd., Clearwater, Fla.

Chrysler sales are restricted to Chrysler Corp. dealers.

Ford Motor Co.

Sept. 23—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.

Sept. 24—Dallas Auto Auction, 4226 E. Main, Dallas; Lakeland Auto Auction, I-4 at Hwy. 33, Lakeland, Fla.; Metro Auto Auction of Kansas City, Lee's Summit Mo.

Sept. 30—South Seattle Auto Auction, 19443 76th Ave. S., Kent, Wash.

Peugeot and Fiat plan small engine

PARIS. — Peugeot S. A., last week announced the signing of an agreement with Fiat for the joint development of a new engine.

This small - displacement engine will be specifically designed to meet today's energy conservation needs, Peugeot said. It will power the smaller cars of the PSA and Fiat groups.

Technical studies are already under way. Subsequently, the two companies will examine the terms of mass-production of the new engine and its components, Peugeot said.

Auction in Pensacola has new owners

PENSACOLA, Fla.—Car City Auto Auction has been purchased by five men, including two officials of the Florida Independent Automobile Dealers Assn. They have renamed it Pensacola Auto Auction.

Among the purchasers are Bob Norris, FIADA regional vice president, and Tom Pettway, an FIADA director.

used-car auction directory

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